

# — Procurement in Partnership... with NASPO

Jordan Henson, Procurement U Director

- Research
- Professional Development
- Publications
- Conferences
- Cooperative contracts

**YOUR PARTNER**



**NASPO**  
National Association of  
State Procurement Officials



**NASPO**  
**ValuePoint**<sup>TM</sup>

# Top 10 Priorities for State Procurement in 2019

1



Agency Relations and  
Customer Service

6



Central Procurement  
Office as a Strategic  
Leader

2



Continuous Improvement  
Methodologies

7



Innovative IT  
Procurement Processes  
and Collaboration

3



Contract Administration

8



Promoting Training  
and Certification  
for a World-Class  
Procurement Profession

4



Maximizing  
E-Procurement  
Solution Utilization  
and Functionality

9



Expanding State and  
Local Utilization  
of Cooperative  
Purchasing Contracts

5



Measuring Success and  
Procurement Metrics

10



Transparency



# The Profession of Public Procurement



Then...





# The Profession of Public Procurement



Now





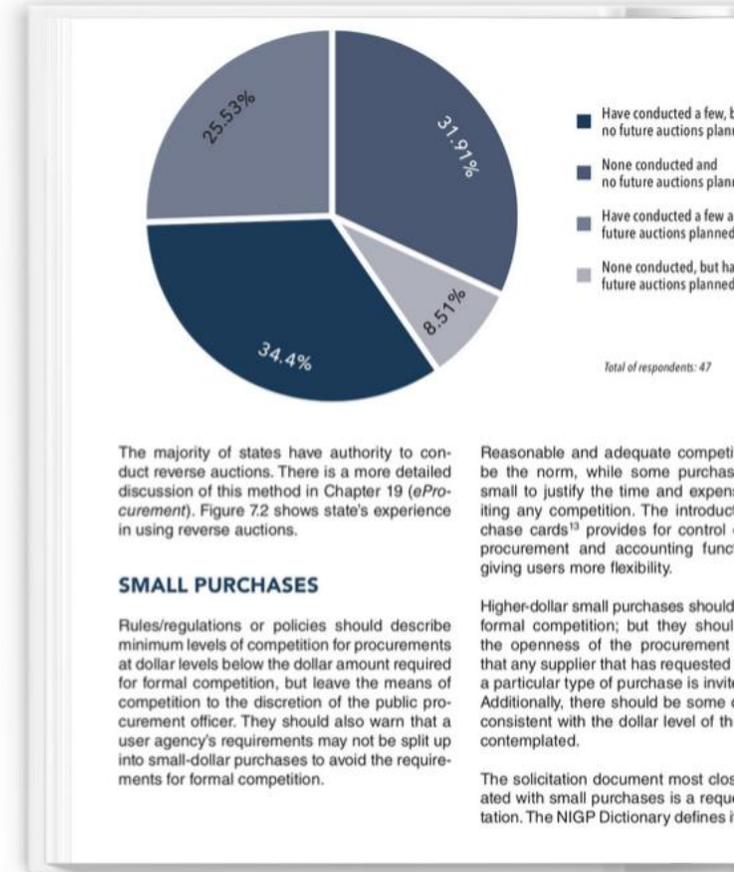
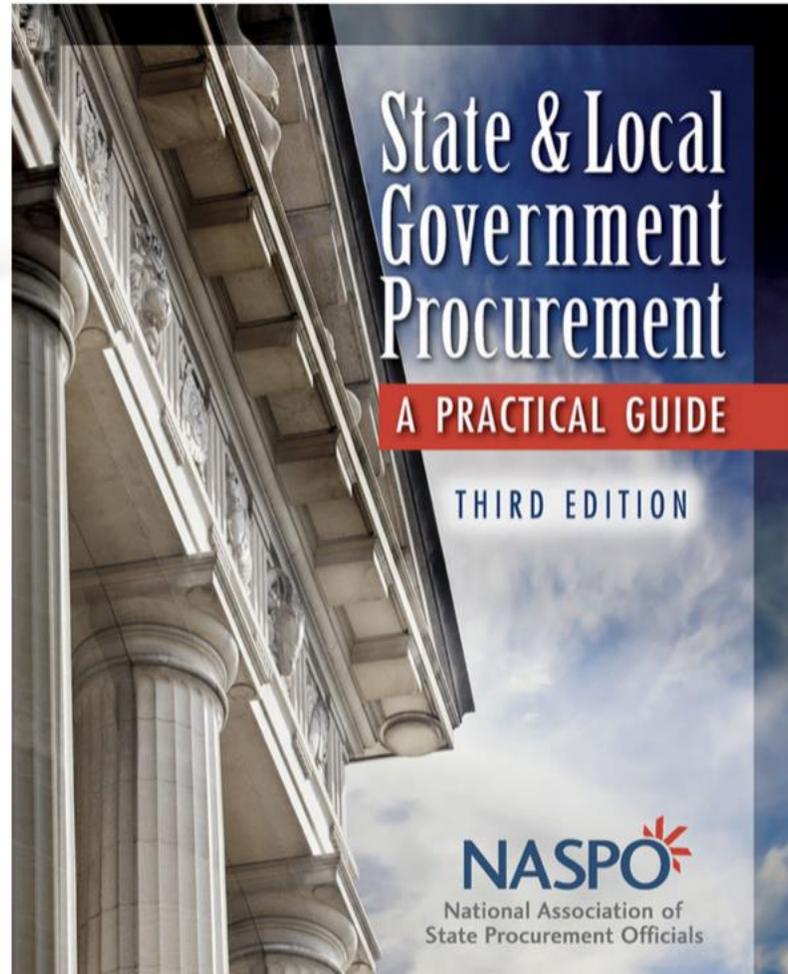
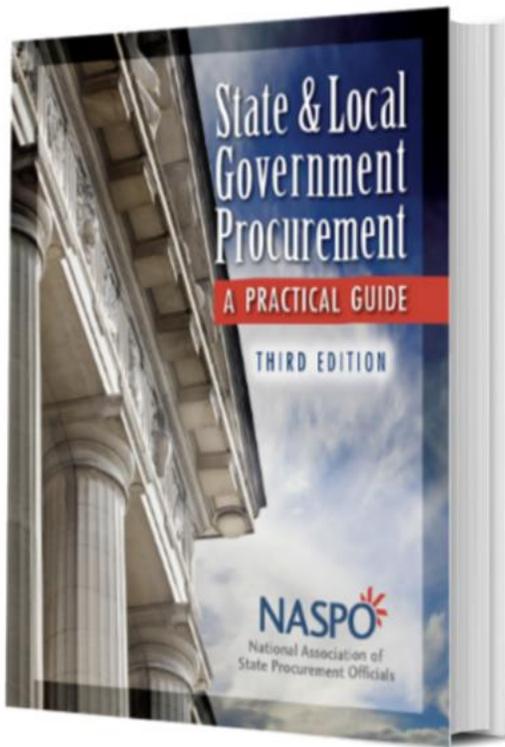
Wisconsin in Partnership with NASPO



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# The Practical Guide

[naspo.org/practicalguide](http://naspo.org/practicalguide)



The majority of states have authority to conduct reverse auctions. There is a more detailed discussion of this method in Chapter 19 (*eProcurement*). Figure 7.2 shows state's experience in using reverse auctions.

### SMALL PURCHASES

Rules/regulations or policies should describe minimum levels of competition for procurements at dollar levels below the dollar amount required for formal competition, but leave the means of competition to the discretion of the public procurement officer. They should also warn that a user agency's requirements may not be split up into small-dollar purchases to avoid the requirements for formal competition.

Reasonable and adequate competition should be the norm, while some purchases may be small to justify the time and expense of inviting any competition. The introduction of purchase cards<sup>13</sup> provides for control of procurement and accounting functions, giving users more flexibility.

Higher-dollar small purchases should require formal competition; but they should also allow for the openness of the procurement process that any supplier that has requested a particular type of purchase is invited to bid. Additionally, there should be some consistency with the dollar level of the procurement contemplated.

The solicitation document most closely associated with small purchases is a requirement. The NIGP Dictionary defines it

# NASPO Internship Program



## 2017 Pilot

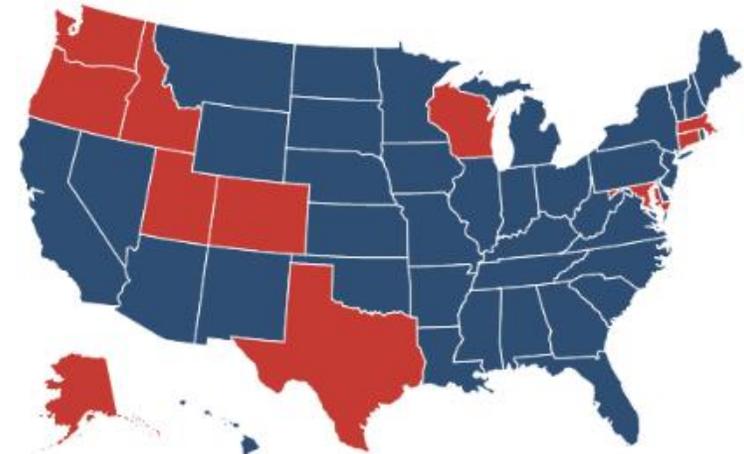
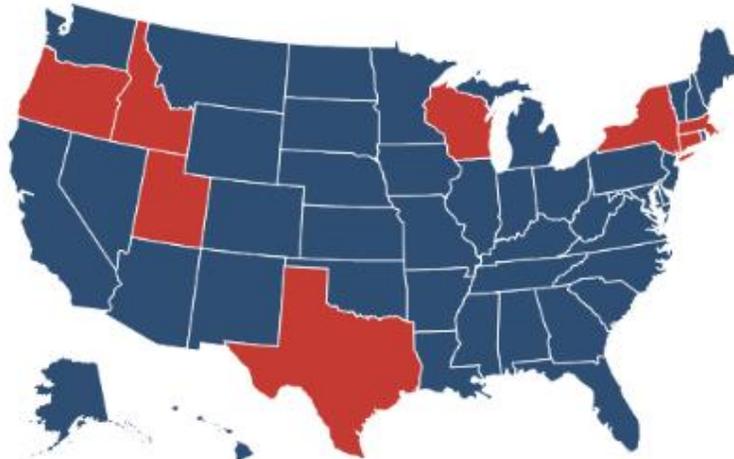
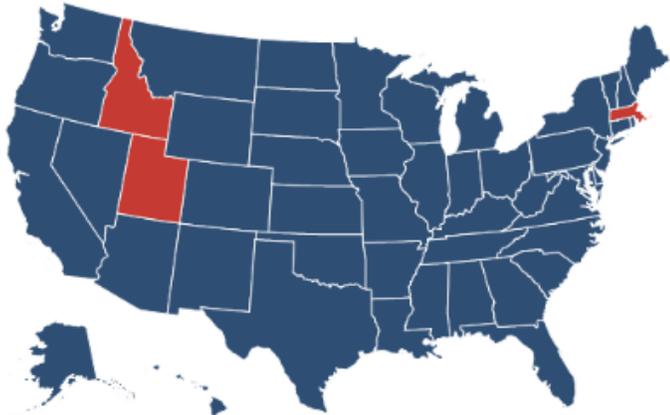
- 3 states
- 4 interns

## 2018 Program

- 8 states
- 14 interns

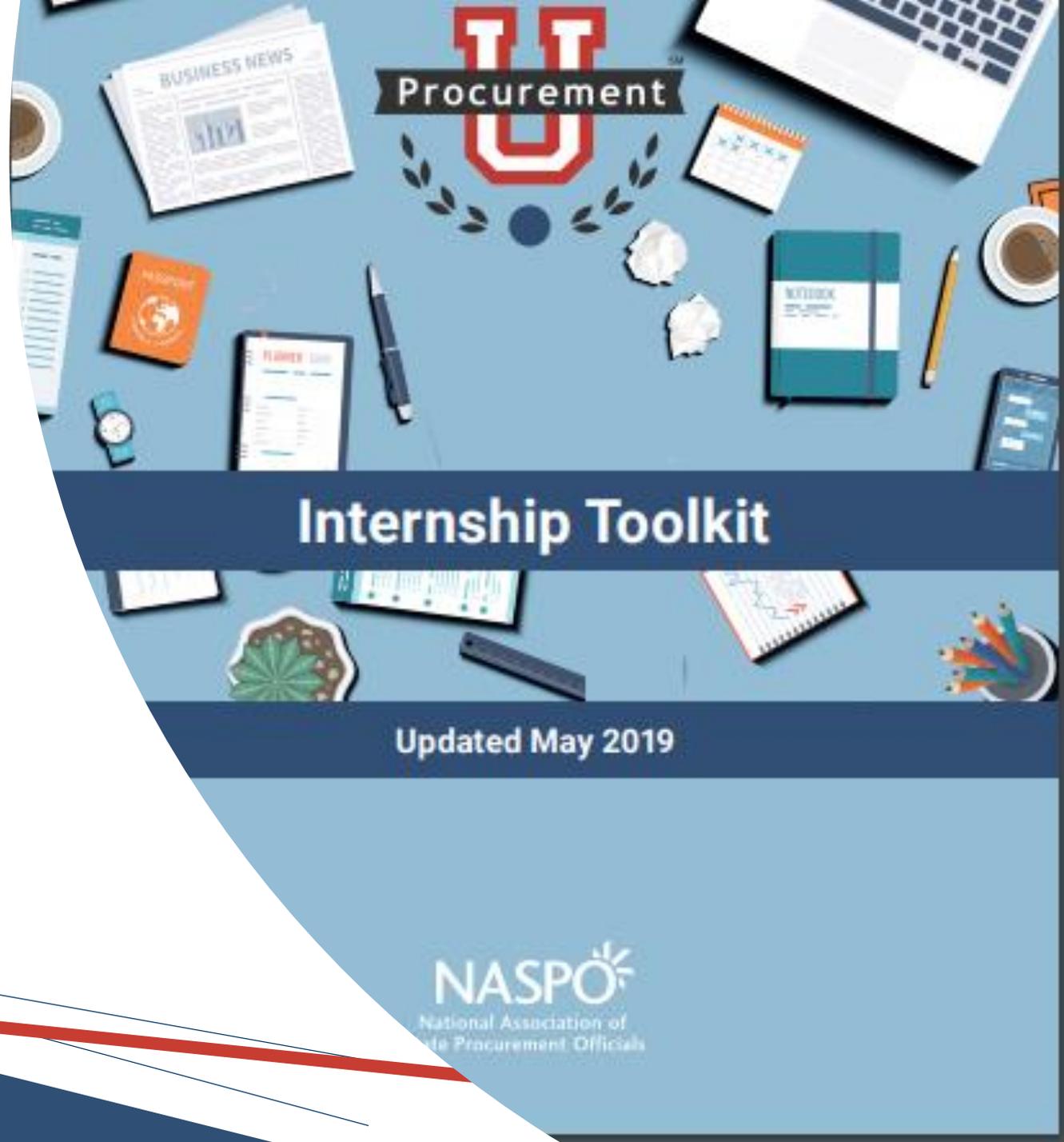
## 2019 Program

- 11 states
- 16 interns



# Internship Resources

- Internship Toolkit
- Past intern job descriptions and projects
- Communities and Networking
- NASPO staff support



Internship Toolkit

Updated May 2019

NASPO  
National Association of  
State Procurement Officials



# University and Community College Partners



Arizona State University, W.P. Carey School of Business  
Department of Supply Chain Management  
Global Supply Chain Management



Michigan State University, Eli Broad College of Business  
Department of Supply Chain Management



Penn State University, Smeal College of Business  
Center for Supply Chain Research



North Carolina State University, Poole College of  
Management  
Supply Chain Resource Cooperative



Oregon State University  
Supply Chain and Logistics Management  
Supply and Sourcing Management



**Chemeketa**

Chemeketa Community College  
Undergraduate certificate in procurement  
Principles of Public Procurement



# Ways that YOU can partner with NASPO



- Free Resources
- Affordable online, self-paced courses and training
- Professional certification support
- Network with the procurement community

# Procurement U Courses

- FREE Blockchain in Procurement
- Foundations of Public Procurement
- Contract Administration Strategies
- Introduction to Market Research
- Market Research Strategies
- Requests for Proposals
- Terms & Conditions
- Negotiations
- Sole Source Procurement
- Service Contracts
- Cooperative Procurement
- Millennials & The State Government Workforce



# Supporting Procurement Certifications

**UPPCC CPPB  
and CPPO  
Exam Prep  
Courses**



# NASPO's Free Publications & Webinars



## Publications

- Reverse Auctions: A Roadmap for Success
- NASPO Best Practices: Ethics & Accountability
- Contract Administration Best Practices Guide
- NASPO Green Purchasing Guide

## Webinars

# NASPO's Blog: Procurement Pulse



[pulse.naspo.org](http://pulse.naspo.org)



# Where do I start?

- [www.naspo.org](http://www.naspo.org)
- [www.naspo.org/procurementu](http://www.naspo.org/procurementu)
- Email [procurementu@naspo.org](mailto:procurementu@naspo.org) with questions or for help

# Thank you!



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